
October NPI & Pricing Release – Ordering Guidelines

U.S. AND CANADA DISTRIBUTION MANAGEMENT NOTICE

TO: U.S. and Canadian Business Partners and Stocking Distributors

October Ordering Guidelines

The purpose of this document is to assist our North American Stocking Distributors and Business Partners (herein referred to collectively as “Partner”) to manage orders during the implementation of Succession* 3.0 and Nortel Networks’ new Customer Value Software Delivery (CVSD), as well as other new product introductions scheduled for October release.

Please forward this document to your purchasing teams as this will impact ordering of Succession 3.0, the new CVSD software structure, as well as other scheduled product introductions and pricing that become orderable on **Monday, October 27th, 2003 at 8:00 a.m. EST.**

Orders Booked Prior to Close of Business Day (COB) 4:00 pm (EST) October 24th, 2003

- Nortel Networks recommends that all **configured new system and upgrade orders** (Options 11, 61-81C with **Release 25.40** and applications) be submitted to Nortel Networks prior to close of business (5:00 pm EST) on **Wednesday, October 22nd**, to ensure no first pass yield (FPY) issues and that orders can be processed accordingly.
- All other merchandise orders (non-new system upgrades) must be placed by **4:00 pm EST** on Friday, October 24th, in order to maintain current pricing (non-Succession 3.0).
- If an order has **not been booked** on the Nortel Networks Order Management systems by **4:00 pm EST on Friday, October 24th**, due to configuration or order issues, the order must be re-submitted to Nortel Networks reflecting all new parts, pricing and – if necessary – configuration.
 - All SBA’s submitted with these orders will no longer be valid, and must be resubmitted to Nortel Networks.
 - All Meridian Configurations will no longer be valid, as of close of business (COB) on Friday, October 24th, thus a new configuration must be recalculated and revalidated using MC 1.39/1.29 on October 27th.
 - If this is an upgrade order, the order will have to be resubmitted with an **OrderPro** (.OPI) file name.
- Any Succession 3.0 and new CVSD, or other new product orders received prior to October 24th, will not be processed until **Monday, October 27th**.

Orders Quoted Prior to - but placed after Close of Business October 24th

- MC1x configurations must be recalculated and revalidated using MC 1.39/1.29 available on October 27th, to reflect the new products and pricing within the Succession 3.0 and the CVSD offering.

- After the Quote has been recalculated and revalidated a new order can then be placed on Nortel Networks that reflects the new products and pricing within the Succession 3.0 and the CVSD offering.
- If an SBA was associated to a configuration, you must contact your Nortel Networks account representative to resubmit a new, valid SBA that reflects the new products and configuration.

All Orders Placed after Close of Business Day 4:00 pm EST October 24th, 2003

- All pricing and product changes reflected in the Product and Price Catalogs effective October 24th, 2003, must be used for ordering.
- For post Rls 15 upgrades to Succession 3.0, an **OrderPro** (.OPI) file name **“must”** accompany the order.
- If configured, the order must contain a validated Meridian Configurator approval date of October 27th, 2003, or later.
- If an SBA accompanies an order affected by the Succession 3.0 and the CVSD offerings, it must have an approval date of October 27th, 2003, or later.
- All orders that have a MC1X quote that was generated prior to October 24th (1.39 US/1.29 CN) must be recalculated and revalidated to reflect the new products and pricing within the Succession 3.0 and the CVSD offering.
 - After the Quote has been recalculated and revalidated a new order must then be placed on Nortel Networks to reflect the new products and pricing within the Succession 3.0 and the CVSD offering.
- Note, all orders will be rejected if the Partner has not signed up for **accreditation**. Please contact your account representative if you have further questions.

Order Pro & Upgrade Orders

OrderPro is a new PC-based software application used during a Meridian 1 to Succession 3.0 upgrade to translate a PBX's current capabilities to their equivalent in the new Customer Value Software Delivery structure. Starting **October 27th**, 2003, with Succession 3.0, all Release 15 and later upgrades to Succession 3.0 will require OrderPro.

After the .OPI file is created in OrderPro, the Partner is responsible for:

- Ensuring the .OPI file is transmitted to Nortel Networks. OrderPro provides the capability to send the file via FTP to Nortel Networks if the Partner's computer is connected to a network or the .OPI file may be manually transmitted via the Web at the user's convenience.
- Confirming the upgrade purchase order contains a reference within the notes section to the exact name of the .OPI file that was sent to Nortel Networks.
- The purchase order **must** match the same quantity per item ordered as the output of the OrderPro Summary Report.

Visit the new OrderPro Global Website at <http://navigate.us.nortel.com/imds?pg=/prod/orderpro> for details on when to use the tool, how changes will effect ordering procedures, information on training, downloading instructions, and support.

Accreditation:

It is critical to sign up for Succession 3.0 accreditation by **October 15th**. Any Partner accredited on Meridian 1, but not on Succession 1000 Rls 2.0, who has not signed up for the new Succession Enterprise accreditation program, will **NOT BE ABLE TO PURCHASE SUCCESSION SIGNALING SERVERS**. Any order received for the following items will be **rejected** until the Partner has registered for Succession Enterprise accreditation. Items affected by the accreditation process are:

NTDU27DA	A0514325	Succession Signaling Server
NTDU33AA	A0517621	Succession 1000M Single Group Base Pkg (AC)
NTDU33DA	A0517622	Succession 1000M Single Group Base Pkg (DC)
NTDU34AA	A0517623	Succession 1000M Multi Group Base Pkg (AC)
NTDU34DA	A0517624	Succession 1000M Multi Group Base Pkg (DC)
NTDU35AA	A0517625	Succession 1000M Small Cabinet Base Pkg (AC)
NTDU35DA	A0517627	Succession 1000M Small Cabinet Base Pkg (DC)
NTDU36AA	A0517629	Succession 1000M Chassis Base Pkg
NTDU22DC	A0518693	Succession Branch Office - 0 Line 0 Trunk - Release 3.0
NTDU21AE	A0518691	Succession 1000 - 0 Line 0 Trunk - Release 3.0

As a result of the launch of the Succession Enterprise program, the current Meridian 1* and Succession 1000 Rls 2.0 accreditation programs are being discontinued. Please be advised that all Partners currently in the Meridian 1 and Succession 1000 Rls 2.0 Grace Periods, as well as, those already accredited on Meridian 1 and/or Succession 1000 Rls 2.0, must be registered for this new program by **October 15, 2003** to ensure continued access to the Succession 3.0 product line. [Register Now for the Succession Enterprise program!](#)

Service Assist:

During the Succession Enterprise Grace Period (6 months), Partners who are accredited on Meridian 1, but not on Succession 1000 Rls 2.0, and place orders for signaling servers, are **required** to outsource installation and maintenance services to Nortel Networks until Support Specialist requirements are completed. Also, the Partner must be registered for the Succession Enterprise accreditation program or those purchase orders which include signaling server equipment will be held until the Partner signs up for the program. Therefore, to alleviate any disruption to orders, please ensure that registration is completed immediately for [Succession Enterprise](#) accreditation.

There is also a Succession Enterprise Service-Assist option available for authorized Business Partners (not available under the Stocking Distributor accreditation track) whose business model does not include installation and maintenance services. For additional details on this option, go the [Succession Enterprise Service-Assist Partner Accreditation Program](#).

Additional information will be forthcoming on Service Assist.

If you have any questions regarding the above communiqué, please contact your account representative or Order Management prime. If you do not know whom to contact, please call 1-800-4NORTEL.

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